

Message Text

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ACTION EB-07

INFO OCT-01 ARA-10 ISO-00 USIA-15 IO-10 BIB-01 FCC-02

CIAE-00 INR-07 NSAE-00 OTPE-00 ACDA-10 DODE-00 PM-03

L-02 NASA-02 NSC-05 OES-05 /080 W

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R 141940Z MAR 75

FM AMEMBASSY LA PAZ

TO SECSTATE WASHDC 5978

INFO USDOC WASHDC

UNCLAS LA PAZ 1848

E.O. 11652: N/A

TAGS: ETEL, BL, BEXP

SUBJECT: TRADE PROMOTION: SATELLITE COMMUNICATION

REF: (A) LA PAZ 1100 (B) STATE 41902

1. AS REPORTED IN REF (A), ENTEL, GOB COMMUNICATIONS COMPANY, HAS BECOME MEMBER OF COMSAT AND WILL SOON ISSUE TENDERS FOR AN EARTH STATION. TO PROMOTE U.S. EQUIPMENT, COMATT RECENTLY APPROACHED ENTEL MANAGER TO DETERMINE WHETHER THERE IS INTEREST IN DEMONSTRATING U.S. EQUIPMENT OR CONDUCT IN LA PAZ A TECHNICAL SEMINAR. ENTEL MANAGER GREATLY INTERESTED AND HAS AGREED TO INVESTIGATE THIS POSSIBILITY.

2. IF THERE EXISTS CIVILIAN VERSION OF A PORTABLE REPEAT PORTABLE EARTH STATION, POSSIBLY A U.S. FIRM WOULD BE INTERESTED IN DEMONSTRATING SYSTEM.

3. AN IDEAL EQUIPMENT DEMONSTRATION PERIOD WOULD BE FIRST WEEK OF AUGUST AND IN POSSIBLE CONJUNCTION WITH T.V. BROADCASTING AS IT IS THE BOLIVIAN SESQUICENTENNIAL.

4. ACTION REQUESTED: ADVISE WHETHER THE ABOVE SUGGESTED PROMOTION ACTIVITY IS FEASIBLE. U.S. COMMUNICATIONS EQUIPMENT IS NOT BEING USED IN BOLIVIA AND U.S. EQUIPMENT COMPANIES ARE NOT

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CURRENTLY ACTIVE IN BOLIVIA.

5. EMBASSY WAS UNAWARE OF COMSAT ROLE IN BOLIVIA AND APPRECIATES ITS CONCERN. EMBASSY, HOWEVER, UNABLE CARRY OUT ITS RESPONSIBILITIES UNLESS IT IS KEPT INFORMED OF ACTIVITIES BY QUASI-GOVERNMENT AGENCIES. WOULD APPRECIATE TELEGRAPHIC RUNDOWN ON COMSAT'S PLANNED ACTIVITIES AND OBJECTIVES HERE. APART FROM OUR DESIRE PROMOTE U.S. COMMUNICATIONS EQUIPMENT IN GENERAL IN CONNECTION WITH BOLIVIAN SESQUICENTENNIAL, WE WORKING UNDER OBLIGATION TO PROVIDE AS EARLY WARNING AS POSSIBLE TO U.S. EARTH STATION EQUIPMENT MANUFACTURERS. AS COMSAT NOW IN DIRECT COMMUNICATION WITH ENTEL, IT WILL PRESUMABLY BE FULLY INFORMED ON COMSAT OPERATING CHANNEL RATES.

6. ACCORDING HOY OF MARCH 13, ANDEAN DEVELOPMENT CORPORATION (CAF) HAS APPROVED US\$ 4,249,000 LOAN TO BOLIVIA FOR INSTALLATION OF EARTH STATION. US\$ 175,000 WOULD GO TO COMSAT FOR SUPERVISION OF INSTALLATION CONTRACT OVER TWO-YEAR PERIOD AND US\$ 4,074,000 WOULD BE FOR PURCHASE AND INSTALLATION OF EARTH STATION. LOCCAL CONTRIBUTION A LITTLE OVER ONE MILLION DOLLARS.

7. ACCORDING HOY, SUBSEC FOR COMMUNICATIONS GUZMAN SAID AN ITALIAN EXPERT IS REVIEWING TECHNICAL SPECIFICATIONS IN PREPARATION FOR CALL FOR BIDS. ITALIAN EXPERT REPORTEDLY IS ADRIANO PECHINOTTE, ASST. MANAGER OF TELE-SPAZIO WHO HAS BEEN HIRED UNDER TWO-MONTH CONTRACT BEGINNING MARCH 11.
STEDMAN

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